26-year-old store finds success in keeping employes, customers happy

GMC-Volvo deal goes the extra mile

Continued from Page 16

trucks or less," Perrault says.

Even though he is involved in daily happenings at his large dealership, Perrault delegates many decisions to middle managers.

"I depend a great deal on all my supervisors. They make most of the decisions—as long as they are right," he says.

Service employes handle a hefty volume of truck work, which, Perrault said, can be far heavier and more complicated than cars.

His 18 technicians, service manager, foreman and service clerk handle an average of 22 repair orders a day.

General has its own radiator, paint and body, and the mechanical shops. Perrault tried to farm out some of the work, but found his own facilities more reliable.

The dealership, which opened its doors in 1924 as a leasing firm, uses no special service incentives to attract business, but has an interesting twist in contacting customers.

Perrault encourages his parts and service managers to make calls with salesmen.

"It's very enlightening to them. They can find out about mistakes they've made. Although the remarks aren't overcritical, they sometimes find customers complaining about things they thought they were experts on," Perrault says. "It provides a learning experience, and they usually come away from these visits with new ideas or business.

"Service is becoming more complex as electronics increases on trucks. This puts a burden on our technicians," Perrault notes. "Sometimes the product is in the field before we get all the information."

One way the dealership tries to cope is by extensive use of factory diesel schools. With every new diesel engine or development, General sends service technicians to school to learn about it.

This pays off with continuing diesel work which keeps the service bays filled. General has 3,200-square-feet devoted to motorhome service—the firm sold nearly 300 GMC motorhomes from 1973 to 1978 and continues handling their service—and another 3,200-square-feet in the body shop.

The shop has seven drive-through bays that are up to 80-feet long and can house a tractor-semi combination. In car terms, the space is equivalent to about 22 service bays, Perrault says.

Revenue that service brings in more than covers the dealership's yearly overhead cost of $1.08 million. Although it doesn't claim to be the biggest parts wholesaler around, General averages about $100,000 monthly in parts sales, Perrault says.

Model breakdown

Auction Averages

	JULY	JUNE	MAY
1982	$9,371	$9,646	$9,182
1981	6,024	6,892	6,995
1980	5,377	5,367	5,439
1979	4,823	4,768	4,807
1978	3,872	3,637	3,874
1977	2,935	2,950	2,988
1976	2,103	2,041	2,148
1975	1,686	1,415	1,539
Overall Average	$4,885	$4,708	$4,799

Used car sales

Auction Averages

July	$4,885
Month ago	$4,775
Year ago	$4,398

factories list auction dates

Chrysler Corp.

Aug. 10—Aptco Auto Auction, Taylor, Mich.

Ford Motor Co.

Aug. 11—Northway Exchange, Route 146, Clifton Park, N. Y.; Clanton's Auto Auction, Hwy. 34 W., Darlington, S. C.

Aug. 17—Dallas Auto Auction, 4226 E. Main, Dallas.

Aug. 19—Skyline Auto Exchange, 100 Route 46, Fairfield, N. J.; Salt Lake Auto Auction, 460 Orange St., Salt Lake City.

Aug. 25—Metro Auto Auction of Kansas City, 101 W. Oldham Pkwy., Lee's Summit, Mo.; Golden Gate Auto Auction, 6010 Stevenson Blvd., Fremont, Calif.

Boulevard L-M opens

Facilities of the new Boulevard Lincoln-Mercury, Long Beach, Calif., were the site of a grand opening at which Robert L. Rewey, right, Lincoln-Mercury Division general sales manager, was on hand to congratulate dealership chairman James A. Willingham.

Caterpillar sales, profits plunge in second quarter

Continued from Page 16

construction, mining and petroleum activity worldwide generally continue to be less favorable than previously anticipated," he added. "The company currently sees little chance for improvement in the second half, as economic trends are giving no clear indication that business conditions will improve in the near term."

Profit, however, is expected to improve somewhat from the first half due to company actions to reduce production schedules and costs, the spokesman said, but profit for the full year will be well below the levels of recent years.

"Caterpillar expects some improvement in economic conditions in 1983, contingent on declining interest rates in the U.S. and some strengthening of commodity prices in the developing countries," he added. "When this occurs, profit should recover quickly as sales levels increase."

Sheller-Globe buying Olsonite for cash, stock

TOLEDO. — Sheller-Globe Corp. is acquiring Olsonite Corp., Detroit, for an undisclosed amount of cash and securities.

Olsonite, with annual sales of about $68 million, produces foam auto parts, steering wheels and other plastic components.

used-car auction directory

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6 GM plants, one Chrysler point idle

Changeovers cut week's car output

By Patricia Hoffman
Staff Writer

Another General Motors' facility joined the model changeover lineup last week, bringing the total to seven plants idle for changeover and pulling domestic auto production down 5.77 percent from the previous week's total.

Output, however, jumped 18.60 percent from the comparable 1981 figure when there were eight plants down for changeover.

The makers targeted 111,683 units last week, down from 118,522 the previous week but up from 94,167 built the same week last year.

Year-to-date, the car manufacturers have assembled 3,116,012 units, down 24.18 percent from 4,109,965 completed in last year's comparable period.

Breakdown for last week by company was: GM, 60.15 percent; Ford Motor, 26.20 percent; Chrysler Corp., 8.95 percent; Volkswagen of America, 3.24 percent, and American Motors, 1.46 percent.

GM's Framingham facility was idle last week for model changeover.

Changeover activities continued last week at GM's Lansing, Leeds, Linden, Lordstown and Detroit plants. They will remain down this week (Aug. 2) and GM's Janesville plant will also be idle for changeover this week.

Chrysler Corp.'s Jefferson plant wrapped up a three-week model changeover period last week, with operations slated to resume today. About 3,300 hourly workers will return from temporary layoff. The Jefferson point will produce the new Chrysler E Class and Dodge 600 four-door sedans during the 1983 model run along with its current lineup of Dodge Aries, Plymouth Reliant, Dodge 400 and Chrysler LeBaron.

Daily overtime was scheduled last week at Ford's St. Louis and Wixom facilities.

A second shift will be added at the Ford St. Louis point effective Aug. 11. About 1,200 hourly workers will be added.

GM's Norwood plant worked last Saturday (July 31).

Canadian production rises as Ford resumes assembly

Canadian auto production last week jumped 29.73 percent from the previous week's total as downtime at two General Motors' points was offset by the return of all Ford Motor facilities and the resumption of second-shift operations at American Motors' Brampton plant.

The auto makers scheduled output last week at 10,909 units, up from 8,409 the previous week, but down 8.37 percent from 11,906 in the comparable 1981 period.

So far this year, the manufacturers have completed 524,491 cars, down slightly from 525,437 at this time in 1981.

Truck production last week dropped 8.33 percent to 5,247 from 5,724 built the previous week, and the total fell 17.90 percent from 6,391 in the same week last year.

For the year-to-date, truck output totaled 308,363 units, down 6.69 percent from 330,483 built the same period in 1981.

Idle for vacation last week were GM's Oshawa (No. Two) and Ste. Therese plants. Ste. Therese will be down another week, and Oshawa is slated to return today (Aug. 2).

Ford's Oakville and St. Thomas facilities resumed operations last week following vacation downtime.

Still idle for changeover were Chrysler Corp.'s Windsor car and truck points. Both plants closed July 19 and are slated to return today with production of 1983 models.

International Harvester's Chatham and Vancouver points remained down last week for inventory adjustment / model changeover. The plants have been idle since July 12.

Volvo's Halifax point is scheduled to go down today for a three-week vacation.

Buick dealers elect Miller in Connecticut

NORWALK, Conn. — Paul S. Miller, of Miller Buick, Inc., Bridgeport-Fairfield, has been elected president of the Connecticut Nutmeg Buick Dealers Assn.

Other new officers are Rennie Minchin, New England Motors, Greenwich, vice president; Jack Backus, Wallingford Auto Co., Wallingford-Meriden, secretary, and John Atwood, Atwood Buick, New Haven, treasurer.

Truck production holds steady at 44,650 for week

Overtime at four assembly plants kept last week's domestic truck production even with the previous week's total, and output jumped 61.78 percent from the comparable 1981 period when four plants were idle for model changeover.

Last week, the truck makers scheduled 44,650 units, up from 44,614 the previous week, and a considerable gain from 27,599 built in the year-ago week.

So far this year, 1,198,937 trucks have been assembled, up 13.98 percent from 1,051,913 finished at this time last year.

Daily overtime was scheduled last week at General Motors' Moraine facility and Ford Motor's Lorain and Twin Cities points. GM's St. Louis plant worked six days last week.

Ford's Kentucky point, idle for vacation since July 12, resumed production last week.

Volkswagen of America's Westmoreland plant remained idle for model changeover. The plant is slated to return in September with production of 1983 models.

GM's Pontiac (GMC Truck & Coach) facility is planning to add a second shift Oct. 4 for assembly of compact pickup trucks. The action will add about 750 hourly jobs at the Pontiac plant, and an estimated 1,100 jobs will be added to component operations serving the assembly point.

At about the same time, GM's Chevrolet-Flint facility will initiate a shift transfer to balance its production between regular-size pickup trucks, Blazers and Suburbans. It will result in working two shifts on Blazers and Suburbans and one shift on regular-size pickups, the reverse of the present procedure. No additional employment is expected to result from the move.

Layoff insurance spurs sales for Lada of Canada

AJAX, Ont. — A unique job-loss insurance program, offered by Lada Cars of Canada here as an incentive for both car buyers and banks, is apparently getting results.

Sales of the Russian-made Lada sedan in Canada during June were up 15 percent from May, according to John Wright, Lada national sales manager. The job-loss insurance program started during the last 10 days of June, he said.

Under the program, which expires Aug. 31, buyers of new Lada sedans or Niva 4WD vehicles are insured for one year from the purchase date. If involuntarily laid off during that period, the buyer receives $200 per month for up to one year from the date of the job loss.

"It's raised the morale of our dealers about 20 notches," said Wright. "Our dealers are reporting good showroom traffic."

The program is offered in conjunction was a free 24-month/50,000-kilometer extended warranty. The Lada sedan's price tag of $4,998, lowest in Canada, remains unchanged.

U. S. CAR PRODUCTION

	Week Ended July 31, 1982	Week Ended Aug. 1, 1981	Week Ended July 24, 1982	July Est.	Jan. 1 to July 31, 1981	Jan. 1 to Aug. 1, 1982
AMERICAN MOTORS	1,620*	3,150*	1,600*	7,220*	71,954*	35,519*
Spirit	.....	.....	.....	.....	.....	.....
Concord	.....	.....	.....	.....	.....	.....
Eagle	.....	.....	.....	.....	.....	.....
CHRYSLER CORP.	10,000	11,732	10,792	46,898	508,363	355,344
Plymouth Total	3,900	5,731	4,916	20,054	263,393	146,304
Horizon	2,000	3,184	2,447	7,438	99,912	46,606
Reliant	1,900	2,547	2,469	12,616	153,894	99,698
Caravelle	.....	.....	.....	.....	2,139	.....
Gran Fury	.....	.....	.....	.....	7,448	.....
Chrysler Total	1,100	.....	1,208	7,730	22,098	68,487
LeBaron	1,100	.....	1,208	7,730	17,236	68,487
Chrysler	.....	.....	.....	.....	4,862	.....
Dodge Total	5,000	6,001	4,668	19,114	222,872	140,553
Omni	1,900	4,760	2,070	7,010	85,752	43,965
Aries	2,600	1,241	2,050	9,302	120,794	75,893
Diplomat	.....	.....	.....	.....	12,644	.....
Dodge 400	500	.....	548	2,802	.....	20,695
St. Regis	.....	.....	.....	.....	3,682	.....
FORD MOTOR	29,264	20,255	29,780	68,757	836,960	671,254
Ford Division	17,795	14,068	18,159	41,723	571,619	426,534
Escort	6,590	3,507	6,368	12,958	212,584	168,931
Fairmont	2,857	1,238	2,221	6,889	122,259	74,271
Must./Must. II	3,300	3,993	3,319	8,454	101,451	79,304
Granada	3,661	3,150	3,813	9,597	51,862	74,336
Thunderbird	1,216	2,180	2,271	3,487	42,577	25,196
Ford	.....	.....	.....	.....	40,886	.....
EXP	171	.....	167	338	.....	4,496
L-M Division	11,469	6,187	11,621	27,034	265,341	244,720
Mercury Total	9,592	6,187	9,744	22,297	229,044	188,881
Lynx	2,961	957	2,581	5,542	74,277	52,665
Capri	1,280	1,351	1,290	3,177	35,549	20,773
Zephyr	1,080	378	1,029	2,651	37,291	24,884
Cougar	1,955	1,111	2,195	5,046	26,827	35,845
XR-7	397	1,085	727	1,124	18,838	8,369
Mercury	1,840	1,305	1,837	4,593	36,262	45,267
LN7	79	.....	85	164	.....	1,078
Lincoln Total	1,877	.....	1,877	4,737	36,297	55,839
Continental ('82)	376	.....	376	948	.....	11,696
Lincoln	927	.....	925	2,334	17,699	25,353
Mark VI	574	.....	576	1,455	18,598	18,790
GENERAL MOTORS	67,179	55,223	72,717	333,774	2,580,879	1,991,654
Buick Division	16,170	9,850	16,438	76,912	547,676	462,997
Skylark	4,035	6,764	3,980	17,094	163,423	87,400
Skyhawk J	.....	.....	.....	3,934	.....	47,922
Century	3,490	.....	3,470	15,016	86,881	81,282
Regal	4,795	2,150	5,162	21,597	164,041	121,980
Buick	3,850	936	3,826	17,936	97,991	103,205
Riviera	.....	.....	.....	1,335	35,340	21,208
Cadillac Division	427	988	326	12,115	169,373	138,733
Cimarron	427	988	326	1,445	9,061	3,392
Seville	.....	.....	.....	404	15,919	12,590
Eldorado	.....	.....	.....	1,765	40,081	34,312
Cadillac	.....	.....	.....	8,501	104,312	88,439
Chevrolet Division	26,159	29,921	27,697	116,469	964,868	635,839
Chevette	5,685	8,156	5,820	24,685	215,591	138,775
Cavalier	2,812	5,408	2,396	10,220	45,562	53,885
Celebrity	200	.....	1,672	5,928	.....	40,684
Camaro	5,732	.....	5,354	22,280	87,073	136,601
Citation	4,750	6,354	5,009	21,203	231,180	112,035
Malibu	3,193	2,200	3,390	14,062	161,409	73,066
Monte Carlo	1,492	2,004	1,741	7,736	92,043	41,883
Chevrolet	1,695	4,799	1,710	7,754	112,130	21,329
Corvette	600	1,000	605	2,601	19,880	17,581
Oldsmobile Division	11,676	3,520	14,381	68,773	567,373	457,444
Omega	2,415	2,919	2,221	10,112	97,266	53,226
Firenza	.....	.....	.....	3,757	.....	34,011
Cutlass	3,566	.....	4,991	21,659	272,940	119,544
Cutlass/Ciera	1,710	.....	1,682	7,652	.....	70,066
Oldsmobile	3,985	601	5,487	24,539	167,744	161,246
Toronado	.....	.....	.....	1,054	29,423	19,351
Pontiac Division	12,747	10,944	13,875	59,505	331,589	296,641
Acadian†	370	123	274	1,442	14,065	8,037
J2000	1,672	2,746	1,637	7,215	34,982	27,299
T1000	1,480	2,023	1,462	6,315	48,040	23,930
Firebird	3,876	.....	3,128	14,549	43,457	82,118
Phoenix	1,600	1,949	1,769	7,476	72,587	32,964
Grand Prix	1,815	2,263	1,847	7,906	66,796	48,484
Bonneville ('82)	1,935	.....	1,978	8,474	.....	49,039
A6000	.....	.....	1,780	6,128	.....	24,770
LeMans	.....	1,500	.....	.....	41,928	.....
Pontiac	.....	340	.....	.....	9,734	.....
VOLKSWAGEN	3,620	3,782	3,633	10,762	110,451	60,078
CHECKER	.....	25*	.....	150*	1,358*	2,163*
Total Cars, U. S.	111,683	94,167	118,522	467,561	4,109,965	3,116,012

TRUCK PRODUCTION IN U. S.†

	Week Ended July 31, 1982	Week Ended Aug. 1, 1981	Week Ended July 24, 1982	July Est.	Jan. 1 to July 31, 1981	Jan. 1 to Aug. 1, 1982
CHEVROLET	15,144	2,926	15,799	67,994	336,705	421,990
DODGE	2,800	.....	3,019	12,607	57,926	80,421
FORD	19,131	16,866	18,238	47,757	379,951	423,530
GMC	4,925	1,683	4,908	22,700	113,201	153,580
INTERNATIONAL	.....	1,693	.....	404	40,212	27,222
VOLKSWAGEN	.....	981	.....	.....	27,212	8,103
JEEP	1,600*	2,000*	1,600*	7,200*	55,971*	48,711*
AM GENERAL	50*	50*	50*	225*	2,535*	1,380*
MISCELLANEOUS	1,000*	1,400*	1,000*	4,500*	38,200*	34,000*
Total Trucks, U. S.	44,650	27,599	44,614	163,387	1,051,913	1,198,937

CANADIAN TRUCK PRODUCTION

	Week Ended July 31, 1982	Week Ended Aug. 1, 1981	Week Ended July 24, 1982	July Est.	Jan. 1 to July 31, 1981	Jan. 1 to Aug. 1, 1982
CHRYSLER CORP.	.....	.....	.....	5,243	47,060	59,279
FORD MOTOR	3,087	3,065	2,103	7,270	96,624	83,081
GENERAL MOTORS	2,160	3,077	3,621	14,750	180,148	159,578
INTERNATIONAL	.....	249	.....	84	6,651	6,425
Total Trucks, Canada	5,274	6,391	5,724	27,374	330,483	308,363
N. American Trucks	49,897	33,990	50,338	190,734	1,382,396	1,507,300

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

CANADIAN CAR PRODUCTION

	Week Ended July 31, 1982	Week Ended Aug. 1, 1981	Week Ended July 24, 1982	July Est.	Jan. 1 to July 31, 1981	Jan. 1 to Aug. 1, 1982
AMERICAN MOTORS	1,141	728	784	2,103	20,227	16,117
CHRYSLER CORP.	.....	250	.....	7,996	29,682	95,715
FORD MOTOR	8,080	6,633	96	9,909	136,439	180,281
GENERAL MOTORS	1,463	4,070	7,304	28,122	332,607	225,886
VOLVO	225	225	225	990	6,482	6,492
Total Cars, Canada	10,909	11,906	8,409	49,120	525,437	524,491
N. American Cars	122,592	106,074	126,931	516,681	4,635,402	3,640,503
N. American Trucks	49,897	33,990	50,338	190,734	1,382,396	1,507,300
North American Cars and Trucks	172,489	140,063	177,269	707,415	6,017,798	5,147,808

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.

Ford has lion's share of changes

What's new in 1983 model lineup

Continued from Page 1

the carryover '82 Ford Fairmont and Mercury Zephyr. Those cars will be powered by Ford's new 2.3-liter High Swirl Combustion (HSC) four-cylinder engine.

In addition, Ford's spring showings will include the SVO (Special Vehicle Operations) Mustang turbo, propelled by a blown 2.3-liter four-cylinder engine with multi-point fuel injection, mated to a five-speed transmission. At about the same time, a turbo-powered Thunderbird will bow.

A turbo version of the new Cougar is also on the drawing board and will probably debut as an '84 model in the fall of 1983. It will likely carry and XR-7 badge.

Ford's spring products may be certified as 1984 models, though they will debut in what is generally considered the '83 model year.

Finally, Ford will unveil its Bronco II, a small 4WD utility/recreation truck based on the downsized Ranger pickup. That vehicle is slated for a spring introduction.

• Most of GM's products will bow Sept. 23 with several notable exceptions. The '83 versions of the redesigned Chevrolet Camaro and Pontiac Firebird models will debut in November. A five-speed transmission will be added to the powertrain.

Chevrolet's much-ballyhooed '83 Corvette, first all-new version of the car in 14 years, will make its national debut in March, though there may be select West Coast introductions as early as February.

The new Corvette will feature several suspension options, including one that uses unidirectional tires. Those tires, designed specifically for the left and right side of the car, enhance road-holding. In prototype tests, the new Vette has reportedly logged a phenomonal .95 G rating on the skidpad.

Also available on the new Vette will be an optional four-speed manual transmission with an electronically controlled overdrive working on each of the four forward gears.

General Motors will shore up its disappointing J-car line for 1983 with by adding a 2.0-liter four-cylinder engine and five-speed transmission. Buick and Oldsmobile will add station wagon versions to their Skyhawk and Starfire J-cars.

Chevrolet is also prepping its new mini-Bronco S-15 model for the spring. The 4WD vehicle is based on the company's S-10 mini pickup truck.

Buick will broaden its sporty image for '83 with the introduction of T-Type versions of the front-drive Century, Skyhawk and Skylark and its turbo-powered rear-drive Regal model.

Sources report that the convertible versions of the Chevy Cavalier and Pontiac 2000 J-cars are still in the works. The convertibles could bow next February, about the time of the Chicago Auto Show.

• The new E-body Chrysler Corp. cars are due to arrive in early October. The front-drive sedans are based on a stretched K-car chassis and will be called the Chrysler E Class and Dodge 600 and 600ES. A luxury front-drive New Yorker model will bow later in the model year.

New products for American Motors/Renault dealers in '83 are the Renault Alliance models and the new downsized XJ Jeep series. The Alliance, built at AMC's Kenosha assembly plant, will debut Sept. 22. The Jeep XJ series will be introduced next spring.

Volkswagen will hop up its Rabbit line this fall with the introdutcion of a performance GTI version of the front-drive car. The GTI will be powered by a 1.8-liter fuel-injected engine, coupled to a five-speed transmission. The GTI, as well as other Volkswagen models, will debut in mid-October.

Not to be outdone, the Japanese makers are countering with their own fall and spring introductions. Job One for the first made-in-the-U.S.A. 1983 Honda Accord model is scheduled for Nov. 1, with public introduction sometime thereafter.

The U. S.-built Accord will be basically unchanged from those Accords assembled in Japan. Honda's Marysville (O.) assembly plant is geared up to build as many as 140,000 Accord models during the first year.

In addition, Honda will launch a redesigned 1983 Prelude model, probably in the fall of this year.

Nissan will show its new Pulsar line Nov. 1. The Pulsar, which replaces the 310 series, will be available in two-door and four-door hatchbacks and a new sporty four-seat NX model. The front-drive cars will be powered by a 1.6-liter engine. A 1.5-liter turbo will bow later in the year.

At the same time, Nissan will unveil a diesel-powered Sentra model, which the company expects to become the EPA diesel mileage leader. Powertrain will be a 1.7-liter four-cylinder diesel with choice of four-speed (MPG model) or five-speed manual and three-speed automatic transmissions.

Sometime in the spring, Nissan will also unveil a redesigned truck line. Nissan's truck plant in Smyrna, Tenn., is scheduled to begin building Datsun trucks in August, 1983.

Toyota this fall will introduce a redesigned front-drive Corolla Tercel and will supplement that line with a four-wheel-drive station wagon. A new front-drive Corona line is also set to bow after the first of the year.

U.S. car sales in mid-July lowest since '58

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2,200 from an estimated 3,000 in 1981.

GM sales accounted for 59.18 percent of the domestic market, down from 62.16 percent last year. Ford had 23.17 percent, up from 22.89 percent. Chrysler drove away with 14.12 percent, up from 11.11 percent. VWoA cornered 1.87 percent, down from 1.97 percent, and AMC had an estimated 1.66 percent, down from 1.87 percent.

Chrysler, Lincoln and Cadillac were the only U. S. makes to beat their year-ago sales in mid-July. Chrysler more than doubled its sum, going to 4,676 from 1,747. Lincoln was up 50.00 percent, and Cadillac was up 21.04 percent.

Plymouth was down 15.83 percent, Imperial was down 61.73 percent and Dodge was off 8.96 percent. Ford slipped 18.61 percent and Mercury was down 18.56 percent.

Buick narrowly missed its year-ago sales mark, down 0.60 percent this time around. Chevrolet was down 40.35 percent, Oldsmobile was down 4.13 percent and Pontiac was down 25.66 percent.

Volkswagen dropped 21.75 percent and AMC was down 26.67 percent.

DeLorean ready to acquire North Ireland plant again

By Edward Lapham
Financial Editor

DeLorean Motor Co. late last week was preparing to begin reacquisition of its Northern Ireland assembly plant, barring a last-minute investment package by British investors.

Last Saturday (July 31) was the deadline for the receivers of the plant to put together an investment group to provide financial backing for the Dunmurry operation, which went into voluntary receivership Feb. 19.

DMC Chairman John Z. DeLorean said last Thursday that he had yet to have any indication from the receiver that such an investment group would be assembled prior to the July 31 deadline.

"As of Monday (Aug. 2), assuming they haven't done anything, their option will have expired and we'll be in a position to step in ourselves," DeLorean said.

"The government will continue to finance the internal operations of the company, like engineering and the changeover to '83 models, and then we theoretically take the plant over Sept. 1."

DeLorean said there "is nothing tricky" about the financial package he has put together to reacquire the plant.

"It's the financing called for under our agreement," he said, "essentially $25 million in export financing and $10 million in cash. We have it and it's ready to go in the minute the deal is legal."

He said that some details of the agreement have to be finalized, in particular the "three-year holiday" on interest and principal payments proposed by one of the receivers, Sir Kenneth Cork.

DeLorean said the sitdown strike by laid-off workers ended last week. He also said that during August DMC officials will have to go in and make sure the plant and equipment are ready to operate.

The company hopes to begin producing '83 models this autumn after the current stock of cars is depleted.

Loss is suffered by AMC for 9th quarter in a row

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in the period to 17,557 from 10,275 last year. Renault accounted for 44.9 percent of AMC's car sales in North America.

For the first half of the year, North American factory automobile sales fell 26.4 percent to 70,686 from 96,092, and Jeep factory sales were off 3.1 percent to 30,588 from 31,572. The total of 101,274 was down 20.7 percent from 127,664 in 1981.

Imported Renault vehicles accounted for 41.6 percent of North American car factory sales and rose 55 percent for the January-June period to 29,421 from 18,895.

The international market, without the benefit of Renault vehicles, was worse than the North American situation. AMC automobile factory sales were down 58.1 percent for the quarter and 55.5 percent for the half. Jeep factory sales dropped 35.2 percent in the quarter and 31.3 percent for the half, dropping the international vehicle wholesale sales total 45.0 percent in the quarter and 42.1 percent in the first six months.

Tippett said there were several positive developments in the quarter which portend well for the current and future quarters, including the launch of the Fuego and the new labor pact.

"We expect a substantial improvement in our third-quarter results, since dealer inventories need replenishing, our changeover shutdowns are behind us and our international business should be operating on a more normal basis," Tippett said.

IH restructuring program is presented to lenders

By Edward Lapham
Financial Editor

International Harvester last week unveiled its long-awaited restructuring plan which includes paring domestic and international operations, converting 25 percent of its private debt to equity and lowering its breakeven sales level by $1 billion annually.

IH presented the proposed restructuring plan to its lenders in Chicago last Friday. All of the company's lenders must approve the Financial terms.

Paine Webber Mitchell Hutchins analyst Eli Lustgarten said the tentative restructuring plan "is a first step in stemming the company's hemorrhaging."

The analyst said IH was "bankrupt, whether technically or not" and it was apparent it had to shrink. He said the plan, if approved, will certainly get IH through the current period, but he was less certain about the long-term outcome. "Conceptually, it makes sense," Lustgarten said.

Under the terms of the proposed plan, IH would be a truck and agricultural equipment producer in the U. S. and Canada and an agricultural equipment maker in the UK, France and Germany. Other markets would be serviced by exports.

The company hopes to "consolidate" many of its operations by the end of fiscal 1983. One North American truck plant will be closed, and one engine plant will likely be closed along with several components plants and agricultural equipment plants.

IH also said it is negotiating with potential buyers for its construction equipment business.

News roundup

Tolley heads public affairs for Chrysler

DETROIT.—James L. Tolley has joined Chrysler Corp. as head of the Public Affairs Office. He will be nominated for election as a vice president at the Sept. 2 board of directors meeting. Tolley succeeds Wendell W. Larsen, who resigned to join IC Industries. Tolley has been with American Motors since 1978, first as public relations vice president and, since February, as public affairs vice president. Before going to AMC, he was public relations director for Chevrolet. At Chrysler, he will direct public relations, communications programs, government affairs and the Washington office.

Walter P. Chrysler estate sold

WASHINGTON. — Pokety Farms, Walter P. Chrysler's estate on Maryland's Eastern Shore, belongs to the Chrysler family no more. The 20-room mansion located on an isolated 483-acre tract on the Choptank River was sold to an Arab buyer for slightly less than $3 million. Used by Chrysler in the 1930s as a hunting lodge, it was left to his son-in-law and daughter, Edgar and Bernice Garbisch, upon Chrysler's death in 1940. They turned it into a showplace of art and antiques. The Garbisches died in 1979.

Alfa Romeo chooses Marsteller

ENGLEWOOD CLIFFS, N. J.—Alfa Romeo, Inc., ended a three-month search by choosing Marsteller, Inc., of New York, to handle its $3 million advertising account in the U. S. Marsteller was selected over two other agencies—Mathieu, Gerfen & Bresner and Lord, Geller, Frederico & Einstein. Prior to May 1, Alfa Romeo's advertising program was handled by Laurence, Charles & Free, New York.

Earnings up 8.7 percent from 2nd quarter last year

GM reports $560 million profit

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(net income as a percent of sales) was 3.3 percent compared with 2.1 percent for the first half, 2.9 percent in the second quarter last year and 2.1 percent for the first six months of 1981.

Return on investment (net income as a percent of total stockholders equity at the end of the preceding year) was 3.85 percent, which would annualize to just under 8 percent, or less than half of the traditional 20 percent annual corporate target.

The statement by Smith and McDonald said there are "discernable factors," including the U. S. income tax cut and declining interest rates, which "suggest a modest recovery in the global economy and in vehicle sales" for the balance of the year and into 1983.

GM's total worldwide factory sales in the second quarter declined 11.3 percent to 1,833,000 units from 2,066,000 last year, while the first-half total dropped 12.1 percent to 3,303,000 from 3,756,000.

• Factory sales of cars built in the U. S. declined 23.7 percent to 955,000 from 1,251,000 in the quarter and fell 25.7 percent to 1,640,000 from 2,208,000 in the first six months.

Factory sales of trucks and buses built in the U. S. rose 35.6 percent in the quarter to 278,000 from 205,000 last year and were up 21.7 percent to 499,000 from 410,000 for the first half.

Canadian-built-vehicle factory sales declined 18.1 percent in the April-June period to 176,000 from 215,000 last year and for the first six months of the year were off 19.9 percent to 322,000 from 402,000. Factory sales of vehicles built overseas rose 7.3 percent to 424,000 from 395,000 in the second quarter and were up 14.4 percent to 842,000 from 736,000 for the January-June period.

Total worldwide employment averaged 680,000 in the second quarter and 671,000 for the first half of this year compared with 771,000 for the quarter and 764,000 for the half last year.

Total worldwide payrolls in the quarter were $4.5 billion, or 26.4 percent of sales, compared with $5.2 billion, or 28.6 percent of sales, in the year-ago period.

Dealer council chairman previews, reviews

Edward A. Soukup, left center, president of Hempstead Lincoln-Mercury Motors Corp., Hempstead, N. Y., and newly elected chairman of Lincoln-Mercury Division's National Dealer Council, previews the 1983 Mercury Marquis in the upper-crust company of Ford President Donald E. Petersen, left, company Chairman Philip Caldwell, right center, and William Clay Ford, vice chairman of the board. Soukup, helping represent the division's 900 dealers, was in Detroit to meet with Ford management.

Total is biggest quarterly profit in three years

Ford earnings hit $204.9 million

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lion after taxes compared with $6 million last year.

The company was quick to note that its cash position improved during the period as the balance sheet entry for cash and marketable securities rose to $2.6 billion at June 30 from $2.0 billion at March 31.

However, the company did not mention that its net working capital (current assets less current liabilities) declined in the period to a negative $269.4 million from a negative $211 million at March 31.

The effects of the cost reduction programs, including the recently negotiated concession contract with the UAW, was reflected in the income statement. Ford reduced its cost of sales to $9.3 billion from $9.9 billion in the year-ago quarter.

The company listed amortization of special tools at $253.3 million in the quarter and $494.4 million for the half compared with $274.1 million for the quarter last year and $535.3 million for the first half of 1981.

Depreciation in the quarter was $286.2 million compared with $280.3 million last year, while the six-month total was $576.5 million compared with $544 million.

The second-quarter results made the first-half net loss $96.6 million (80 cents a share) on sales of $19.8 billion compared with a net loss of $379.3 million ($3.15 a share)on sales of $20.6 billion last year.

Ford's total worldwide vehicle factory sales in the quarter rose 1.0 percent to 1,334,882 from 1,322,063 last year as factory sales of cars and trucks built outside the U. S. and Canada rose 2.3 percent to 532,198 from 520,091. In the quarter, factory sales of U. S./Canadian cars and trucks rose 0.9 percent to 783,888 from 776,630.

For the first six months of the year, total worldwide vehicle factory sales declined 1.6 percent to 2,333,025 from 2,370,759. Overseas car and truck factory sales in the half rose 6.1 percent to 1,052,634 from 992,325 while North American car and truck factory sales in the January-June period fell 6.7 percent to 1,241,037 from 1,330,800.

Burger to head Cadillac; Kennard to retire Oct. 1

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rolet to GM's top sales and marketing post.

While Burger has spent most of his GM years with Oldsmobile, Kennard has served with every car division except Oldsmobile.

• Kennard joined Buick in 1947 and became general sales manager of the division 10 years later. He had a setback in 1961 when he was put back to assistant general sales manager, but he resumed his march up the ladder.

In 1969, Kennard became director of the sales section of the GM Marketing Staff, and later that year he was named director of that staff.

He went to Pontiac in 1970 as general sales manager and moved to Chevrolet as general assistant sales manager in 1973. On Nov. 4, 1974, he was named Cadillac general manager and was elected a GM vice president.

Kennard has headed Cadillac for nearly eight years, the longest tenure of any Cadillac general manager since World War II.

Under his direction, Cadillac introduced the Seville and the Cimarron, two new types of cars for the division, and set consecutive sales records in 1977 and 1978. In those years, Cadillac dealers sold 335,785 and 350,813 cars respectively.

Nearly 2.2 million Cadillacs have been delivered during Kennard's term, more than under any previous Cadillac general manager.

Continuing delays raise doubts about project—and some relief

Nissan UK plant still up in the air

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poned indefinitely was corrected by Lord Marsh, a former British transport minister and a consultant to Nissan Motor on its UK project.

"I have just had my contract with Nissan renewed for another year," he said. "Would that have happened if Nissan had abandoned its UK plans?"

• Nearly 10 years ago, on Nov. 25, 1972, Nissan announced that it hoped to open a plant in the Common Market. In 1972, it began its first feasibility study. So its UK plans, though announced only 19 months ago, are nothing new.

And Nissan is determined to become multi-national or "really international," which explains its U. S. plans and its moves in Europe including a tie-in with Volkswagen (Nissan is to make VW Santanas at its Zama plant in Japan and also possibly in China), Alfa Romeo (a joint company, Arna, is to produce cars in Italy with a high local content, higher than envisaged in the UK) and Motor Iberica in Spain.

Okuma insisted that Nissan's indecision had nothing to do with British industrial relations or local content requirements.

"We have reached broad agreement with the UK government," he said. The British government wants Nissan to start up. The projected investment, if it goes ahead, will be the largest foreign investment ever made in the UK.

Planned is a plant more than a mile long and a mile and a half wide in an unemployment black spot or development area eligible for generous grant aid.

The day before the press conference, the Nissan team met UK government officials, including Industry Secretary Patrick Jenkin. Local content was not discussed.

Another meeting isn't scheduled, but Prime Minister Margaret Thatcher is due to visit Japan in September and her itinerary includes a visit to Nissan.

'Mister Motivation' seeking way out of financial jam

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marketing a new "do-it-yourself" program for dealers on invitation sales and ran 10 of them over the July 23-25 weekend. The biggest reported success was Voss Chevrolet, Dayton, which, Doyle said, used his program to sell 61 cars in four hours. Generally, Doyle added, the program has been netting dealers an average of 25 car sales. It costs $2,500.

AUTOMOTIVE NEWS contacted a number of Detroit-area dealers and found them generally satisfied with past Doyle sales. However, some angry letters, and even threats of lawsuits, have been received from dealers who said they paid for his service, but never received it.

Hammond, Cromer, Jackson & Borgmann, attorneys for Dan Young Chevrolet, Indianapolis, said they were filing a "cause of action" against Showroom Traffic Builders for "failure to provide the agreed-upon sales promotion for which my client paid $6,800," according to Lynn E. Jackson.

He claimed his client received "no benefits whatsoever from Showroom Traffic Builders."

Along with Jackson, Roy A. Smith, president of H. P. Smith Motors, Omaha, sent a mailgram last week in which he said:

"We are experiencing a difficulty in receiving a refund of $8,000 from Showroom Traffic Builders for payment made on June 18 for a sales program to be held in Omaha, but which they were unable to put together."

Similarly, other dealers have phoned to express their anger.

Doyle's comment on Dan Young Chevrolet was that he offered to do the promotion on a different date than originally agreed upon, and that was unsuitable to the dealership.

• Doyle said that any dealer to whom he owed money would get it back, but "obviously this IRS thing has tied my money up."

He said that if his current negotiations with a major manufacturer go through, they would provide him enough money to settle his IRS debt immediately.

Other than that, he was confident of clearing his debt up before the end of the year.

Doyle claims, though, it is really ex-employes of Showroom Traffic Builders, now competing against him, who have stirred up bad publicity to undermine him.

"There are probably five or six of my ex-employes, people I fired or are in business (against him) that started these" reports of his problems, he said.

Doyle claimed many of his ex-employes are doing versions of his successful sales, "copying what I do. I get constant phone calls" from dealers who have been approached by competitors, he added.

Doyle continued to run special sales for dealers and dealer groups after a lien was put against him by the IRS. He says he's negotiating a repayment and vows to pay back "every penny."

Added the IRS' Cummins: "I'm pessimistic. I've been pessimistic from the beginning. Salesmen are optimistic; tax collectors pessimistic."

• How did Doyle fall into the tax soup?

An ex-employe said the lack of enough tent sales may have been his undoing.

"That's where he made most of his money," he said. He couldn't keep it (his business) going with individual sales for dealers, although they represented the bulk of his business last year."

Doyle said simply: "I'm an entrepreneur. A salesman. I'm on the road a lot. There were not enough people watching the backtrail (his business affairs).

"I'm making a lot of money. I'll probably be audited every year for the rest of my life. But the IRS will get every penny. I'll emerge stronger from this than before," he said.